

GUIDING MONTANA BUSINESSES TO

Success



Perfect Swing Montana, Gallatin Valley's only indoor batting cage and golf simulator facility, was the "brain child" of Doug Posdon. Doug has been heavily involved in regional baseball and softball leagues for many years.

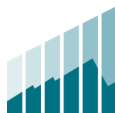
Even though Doug worked as an accountant and has a Master's degree in Business Administration, he was struggling to pull together the cash flow projections necessary to form an accurate business plan that could be used to solicit outside funding to finance his dream of owning his own sports-related business. Sean Becker, Business Advisor at the Small Business Development Center at Montana Community Development Corporation in Bozeman, assisted Doug with each phase of business development. Sean helped Doug craft an informed business plan and together they successfully solicited an SBA loan and line of credit in addition to the cash that Doug had already invested in the start-up. Doug set up shop in a 6,000 square foot indoor space and constructed three new batting cages equipped with high quality pitching machines. The golf simulator, a TruGolf Technique Prestige, offers 21 world class courses as well as a practice area with driving, chipping, putting and scoring zones.

"Hey, batta batta, swing!"

SBDC Advisor: Sean Becker

Client: Doug Posdon

Impact: New Business Created
Financing Received



MONTANA
DEPARTMENT OF COMMERCE